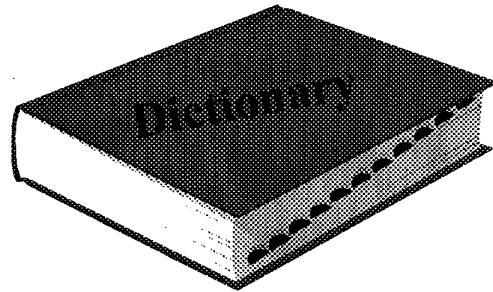


INDUSTRY/GOVERNMENT PARTNERSHIPS FOR SYSTEM SUPPORT



Jerry DeMuro
Vice President & General Manager
GTE Government Systems Corporation
April 19, 1999

What is a partnership?



= “a player on the same side or team as another”

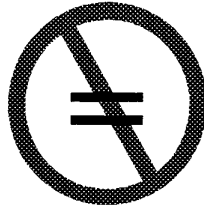


= “common objectives”
“win/win situations”

All opportunities to partner are not equal

New start program partnerships

- Mutual opportunity to grow
- Work together on political support
- The only loss is opportunity



Legacy system support partnerships

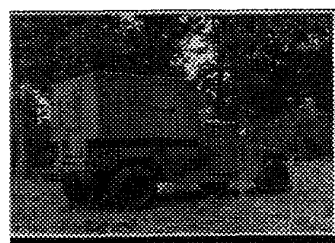
- Existing infrastructure
- Competing interests
- The focus shifts to competition



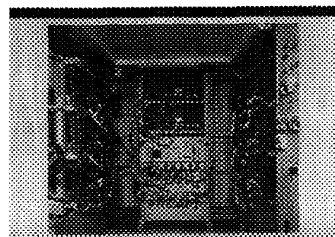
MSE Overhaul in Europe

“A legacy system support partnership that works”

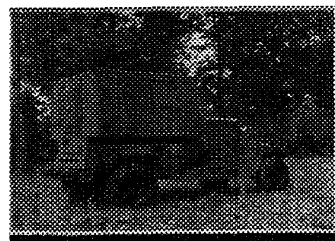
GTE



damaged
shelter



electronics
to
repair

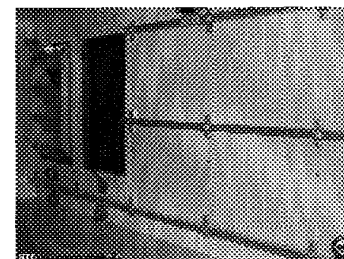


repaired
shelter

GTE Government
Systems

Pirmasens

shelter
to
repair



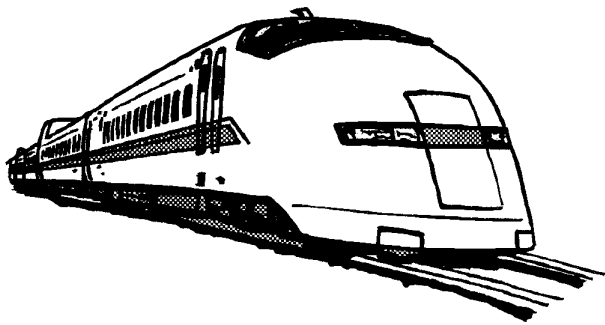
- Reasons to cooperate:
- Represented “new work”
 - GTE lacked facilities to handle shelters
 - Environmental issues for GTE
 - Pirmasens had capability and capacity

CSD
COMMUNICATION
SYSTEMS DIVISION

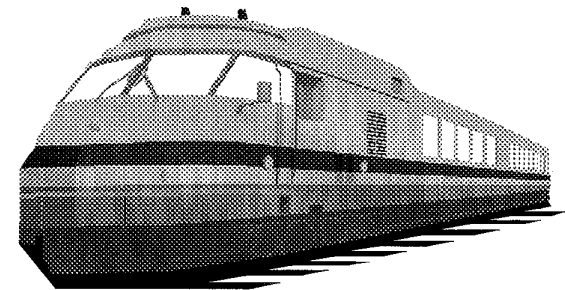
Other experiences with legacy system support partnerships

“More competition than cooperation”

Contractor



Government



- **Workforce Retention**
- **Excess Capacity**
- **Funding**
- **Data Issues**

System support partnerships

“Track to success”

- **Make system support partnering a part of the integrated acquisition strategy**
- **Eliminate legal and administrative barriers**
- **Win/win relationship**

